

EXACTO
BAA 08-19 Questions and Answers
Dated April 23, 2008

Please submit EXACTO program related questions to
BAA08-19@darpa.mil

Note: Guidance in the BAA supersedes information provided in the Industry Day Q&A.

Highlighted questions are updates to previous answers

1. Is DARPA able to provide guidance on how the proposed costs should be segregated in the cost proposal? Specifically, should the Offeror segregate costs by Government Fiscal Year (GFY), Contractor Fiscal Year (CFY) or calendar year?

Answer: Government FY is preferred

2. Please clarify if fold-outs are included in the total 75 page restriction for the technical volume.

Answer: Section IV.B.2 (page 17) states that all pages should be formatted for 8-1/2 by 11 inch paper. Fold-outs are therefore not allowed.

3. Offeror notes that proposed key personnel shall be identified. Is DARPA able to provide guidance on what specific positions are to be considered “key”? Or is this left up to the Offeror to determine?

Answer: The Offeror should determine which functional positions and associated personnel are key to their effort.

4. Is DARPA able to provide an anticipated Phase I start date that the Offeror can use for pricing purposes?

Answer: July 1 can be used as an approximate Phase I start date for pricing purposes.

5. Is DARPA able to provide clarification if Level 1 of the WBS should be the EXACTO Program or Phase I?

Answer: The WBS should be constructed at the EXACTO program level such that it can be extended to cover all phases of the program. DARPA envisions that Level 1 of the WBS would include major elements, for example Systems Engineering, Rifle System, Sighting System, Bullet, System Integration & Test, etc..

6. Part Two, Section IV.B.1.b (page 16) of the BAA states that the government anticipates that proposals will be unclassified. However, the Security Classification Guide indicates that

significant portions of the requested technical content are classified. Please provide clarification.

Answer: Section IV.B.1.b states that proposers have the option to submit a classified addendum as part of their proposal.

7. Does the classified addendum count against the page count requirement? If so, are cover pages exempted from the page count?

Answer: The classified addendum is included in the page count limit. Section IV.B.3 (page 18) describes what is included in the page count, cover sheets can be excluded.

8. Certain graphics, cost or schedule information may be better represented in 11x17 inch page format. Will the customer accept larger page sizes to more clearly present these types of information? If so, how are these larger pages to be counted toward the Technical and Management Volume's 75 page allocation?

Answer: Section IV.B.2 (page 17) states that all pages should be formatted for 8-1/2 by 11 inch paper. Since the government intends to do much of the proposal review electronically, these larger pages may be more difficult to read.

9. In paragraph IV.B.3.3.8, it states that the "...Phase II Program Plan shall include a rough order of magnitude (ROM) cost estimate...". Are offerors to submit fully supported costs for Phases II and III in Volume II, or are the costs for Phases II and III in Volume II to be considered ROMs?

Answer: Phase II and III ROM costs should only be reported in Volume I in conjunction with the Phase II and III program plans. These should indeed be ROM costs, substantiated by the elements of the program plans and experience on prior similar programs. The government intends to request an updated Phase II estimate and SOW towards the end of Phase I.

10. The BAA states on page 16 that the government anticipates unclassified proposals, and that proposers "may elect to submit a classified addendum to their proposal in order to more specifically address the performance of their proposed EXACTO system design." However, the SCG calls out significantly more stringent classification rules for EXACTO. The items we are specifically concerned with are SCG Elements 1.h, 2.c, 2.d, 2.e, and 3.d. We are concerned that these restrictions, if applied to the proposal's notional system concepts and schedules, will require classification of the majority of the proposal.

Answer: The SCG always takes precedence when processing any information about the project. It is DARPA's desire to protect those elements listed in the SCG from the beginning whether they are notional or not. As the BAA states you may submit all classified information in your proposal in a classified addendum or you can submit the entire proposal as a classified proposal, if necessary.

11. Offeror acknowledges that our response to the BAA should cover all three Phases of the effort per Paragraph I. on page 4. Paragraph 3.8 (page 21) provides guidance to include a ROM cost estimate as part of the Phase II Program Plan. With respect to Phase III, Paragraph 3.8 states that "offerors should describe potential activities they envision for Phase III" but does not specifically mention the need to provide a ROM cost estimate at this time. Can DARPA please clarify if a Phase III cost ROM is required as part of the proposal response?

Answer: A Phase III ROM cost is not needed at this time, only a general idea of the potential scope of Phase III activities. Phase III will be further defined after award and in conjunction with service transition partners.

12. The Amendment to the BAA now requires that we submit seven paper copies and a CD for all proposals, but it does not provide an address of where we send this information if the proposal is unclassified. Is the address the same as the classified submission address? Can submissions be hand-delivered?

Answer: Unclassified proposals should be sent to Attn: BAA08-19 EXACTO, 3701 N. Fairfax Drive, Arlington, VA 22203. For deliveries that require a phone number (such as FedEx or UPS), please use 703-696-2356, which is the DARPA mailroom. For hand deliveries, the courier shall deliver the package to the DARPA Visitor Control Center at the address specified above. To ensure proper handling, the outer package, as well as the cover page of the proposal, must be marked "IPTO BAA 08-19."

13. The original BAA said "DARPA will acknowledge receipt of the UNCLASSIFIED submission via email and assign a control number that should be used in all further correspondence regarding the submission." If we are planning on submitting the unclassified and classified proposals at the same time under the second amendment, where can we obtain this control number?

Answer: Receipts and Control numbers for both classified and unclassified submissions will be sent via email. If you plan to submit a classified addendum to an unclassified proposal, please note that in the comments section of the coversheet so that we may track both pieces.